
Redstor Case Study

Advent International Invest in Worldwide Strategic Backup & Recovery Systems

“The solution Redstor provided not only saves us considerable time & money, it also means that we are in full control and the risk of data loss is virtually eliminated”
Martin Stewart, Network Manager, Advent International

Case Study

Advent International is one of the world's leading private equity groups. Since its inception in 1984, Advent has invested in more than 500 companies worldwide and helped businesses to raise over \$10 billion. It operates from 14 offices worldwide primarily located across North America, Western and Central Europe, and Latin America. Advent's investment team comprises over 100 professionals from a range of backgrounds including operations, finance and consulting.

Given the global complexity of its activities, digital information plays a crucial role within the Advent organisation. It also plays a central role in driving reporting to one of the firm's key stakeholders groups – the investors from whom Advent raises its funds. The increasing emphasis being placed on data security, availability and recovery, coupled with Advent's data growth, meant that a global review was conducted on the company's data backup regime, policies and procedures. A primary driver was the issue of business continuity in the event of data loss, with a key focus being the time to recover essential applications such as Microsoft © Exchange and Microsoft © SQL databases.

Martin Stewart, Network Manager at Advent, commented “The backup policies that we had been working to were starting to prove impractical based on the company's need to ensure data availability, and the review we conducted showed that we had some areas of concern that needed to be addressed. We found that backup and recovery was an issue at remote locations particularly where there was no IT staff presence. Add to this that our backup windows were coming under increased pressure based on our data growth, it was apparent we needed to look into streamlining the whole process.”



At A Glance

The Issues:

- Dispersed remote backup systems
- Various technologies in use
- High management overheads

The Redstor Solution:

- Attix5 Backup Professional
- Redstor installation and support services

The Benefits:

- Consolidated backup system
- Single point of administration worldwide
- Reduced costs, management & overheads

The review had shown that remote office backups in locations including Amsterdam, Milan, Paris, and Madrid were inconsistent and were complicated by the various tape and backup technologies in use across the business. Attempting central management of the backup process at all of the remote sites was a major challenge, and relying on non-IT employees for the backups as well as offsite tape storage, was neither efficient nor effective. The review concluded that the inconsistent and unmanageable processes meant that the company could be exposed to data loss. Through consultation with Redstor into a solution that would meet Advent's requirements, the company was introduced to the concept of automating the backup process across the business and then consolidating the critical data to one central location in order to eliminate risk, management overhead and associated costs in tapes, whilst at the same time improving disaster recovery. To achieve this, Redstor recommended Attix5 Backup Professional to Advent. The design involved Attix5 agents deployed onto all critical servers at remote sites, with data transmitted securely over the WAN to the main Advent site in London, from where the system can be fully managed. For additional security and to enhance disaster recovery, Redstor advised that this data then be mirrored to a second site in Spain.

The solution from Redstor and Attix5 helps Advent protect critical business data in a distributed environment by providing a secure and automated solution to centralise data while minimising the impact on resources. By automating the traditionally manual tasks associated with daily data backup the solution is designed to reduce cost, increase effectiveness and minimise risk.

Redstor assisted Advent with the initial implementation of the solution and due to the product's ease of installation, Advent completed the deployment backed by Redstor on offering telephone support when required.

Stewart continued "We wanted a solution that was not only easy to use, but one that effectively reduced our backup window, enhanced our recovery capabilities and allowed fully centralised management. We discussed our requirements with Redstor and they were able to bring new ideas to the table, saving us a lot of resources internally in research. The solution Redstor ultimately recommended with Attix5 not only saves us considerable time, but due to the architecture it means that we are in full control of our data and the risk of data loss is virtually eliminated – our lives have been made so much easier!".

Paul Evans, Marketing Manager at Redstor said "Ultimately this solution will provide Advent International considerable benefits in time, management and cost reduction to the point that data backup becomes pain free but highly effective." Since the server solution has been

deployed, Advent has extended the solution to include automatic backup for key laptops within the organisation, reducing the risk of unprotected data stored on local drives being lost due to theft, loss or malfunction. Following the success of the deployment in Europe, Advent's offices based in the America's are also investing in the solution.

Adam Cronin, at Attix5, concludes, "Once again we have addressed the risk of critical data loss in an organisation where that data is their lifeblood. Traditional tape-based solutions are both fraught with problems and expensive, and Advent are now enjoying the benefits arising from using state of the art disk-to-disk backup, recovery and DR technology from Attix5 to protect business-critical devices across the globe".

About Attix5

Attix5 is a leading provider of online data backup and recovery solutions through its Backup Professional software. Its technology provides failsafe protection against loss of critical business information. Backup Professional is a fully automated solution which can backup data wherever it resides – on servers, desktops, laptops or mobile computing devices – via any network connection (LAN, WAN, Internet or wireless). Users and administrators can quickly and easily recover data anywhere, anytime. Attix5's end customers range from SMEs and blue-chip companies to the Public Sector, and include Accenture, Burberry, Pfizer, PricewaterhouseCoopers, KPMG, DLA, Tiscali, Old Mutual, Dimension Data, Warwickshire County Council, Birmingham County Council and Oxford University.

About Redstor

Founded in 1998, Redstor is a profitable Managed Services and IT Solutions Company focused around storage, data management and protection. Over 50% of Redstor's income is repeatable based upon creating enduring relationships with its customers. Redstor has over 10 years of expertise in managing, supporting and monitoring customers' data either at their site, remotely or on Redstor's own online storage and backup platform.

Redstor's trusted consultative approach is based upon understanding prospects and customer's business and IT goals and vision, then establishing a base line, before working with the customer to build a plan of action and a solution. This approach was a major factor in Redstor winning the SNS Storage Integrator of the Year Award 2008.

For more information please contact redstor on +44 (0)118 951 5200 or visit www.redstor.com

